



U.S. Environmental Protection Agency
(EPA)

Intelligent Efficiency Series:
A Perspective from ecobee
on Developing Smart Alliances for
Smarter Energy Savings
July 27, 2017



... a bit about ecobee

We're on a mission...

We are focused on creating smarter Wi-Fi thermostats that are beautifully designed, easy to use, and provide comfort and savings for families, and are good for our planet.



What our Customers tell us...

Comfort
Convenience
Savings



The Connected Home is Part of Our Vision

Our aim: Sense what you need, where you need it, and respond.

Comfort

Condition the rooms
that matter most.

Convenience

Use your voice, phone
or PC to control
everything.

Savings

Don't use resources
when you don't need
them.



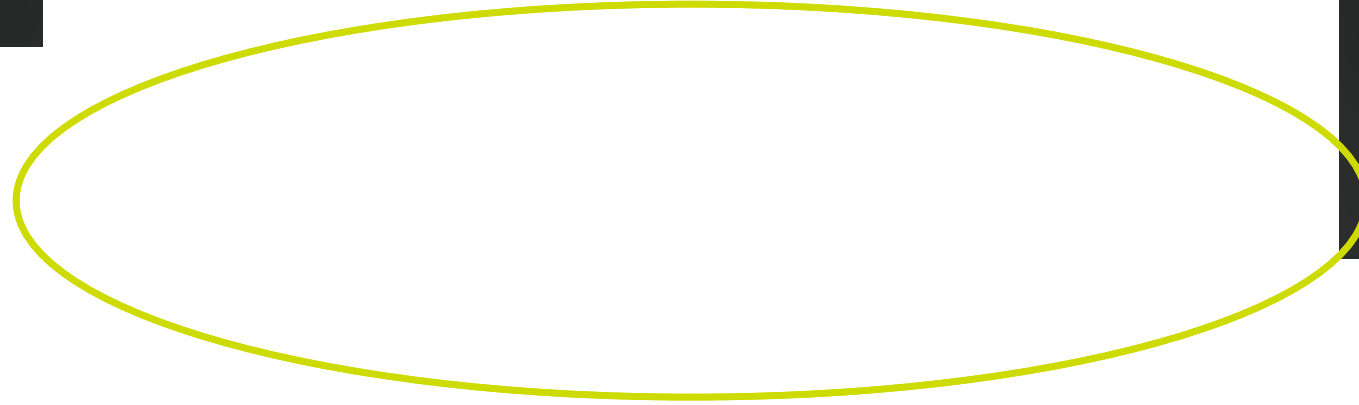
ecobee Today



ecobee Tomorrow: Connected Homes that Sense and Respond



Partnerships and Alliances Help Us Get There



Google Home

 **SAMSUNG**
SmartThings™



Works with
Apple HomeKit



... ecobee 2017 and 2018



ecobee4 smart thermostat

Automates your comfort with a room sensor, and lets you do more with your day with built-in Alexa Voice Service.



ecobee smart light switch

Automates your lighting by sensing occupancy and daylight, and comes with the Alexa Voice Service built-in.





With a room sensor and built-in Amazon Alexa Voice Service, ecobee4 is more than a smart thermostat.



Do more with the day, Alexa will listen to and respond to voice commands



For homes with more than one room



Good for our planet, easy on the wallet



Control from anywhere



Fast, easy installation



ecobee smart light switch (coming in 2018)

We want customers to experience the voice feature in every room, and that's what inspired the ecobee4 smart thermostat and ecobee smart light switch. They both come with far-field voice technology and Amazon Alexa Voice Service built-in, so you can enable hands-free convenience in each room.



Voice is not a fringe technology ...



- Amazon is estimated to have sold 11 million Echo devices since 2014
- Current estimates have voice technology under the Alexa platform delivering \$11-12 billion in revenue (ecommerce + device sales) by 2020
- Google made a splash at the end of 2016 with the introduction of Google Home, leading many hailing the start to the “voice arms race”
- All major tech companies including Apple, Microsoft, and Facebook are investing in voice



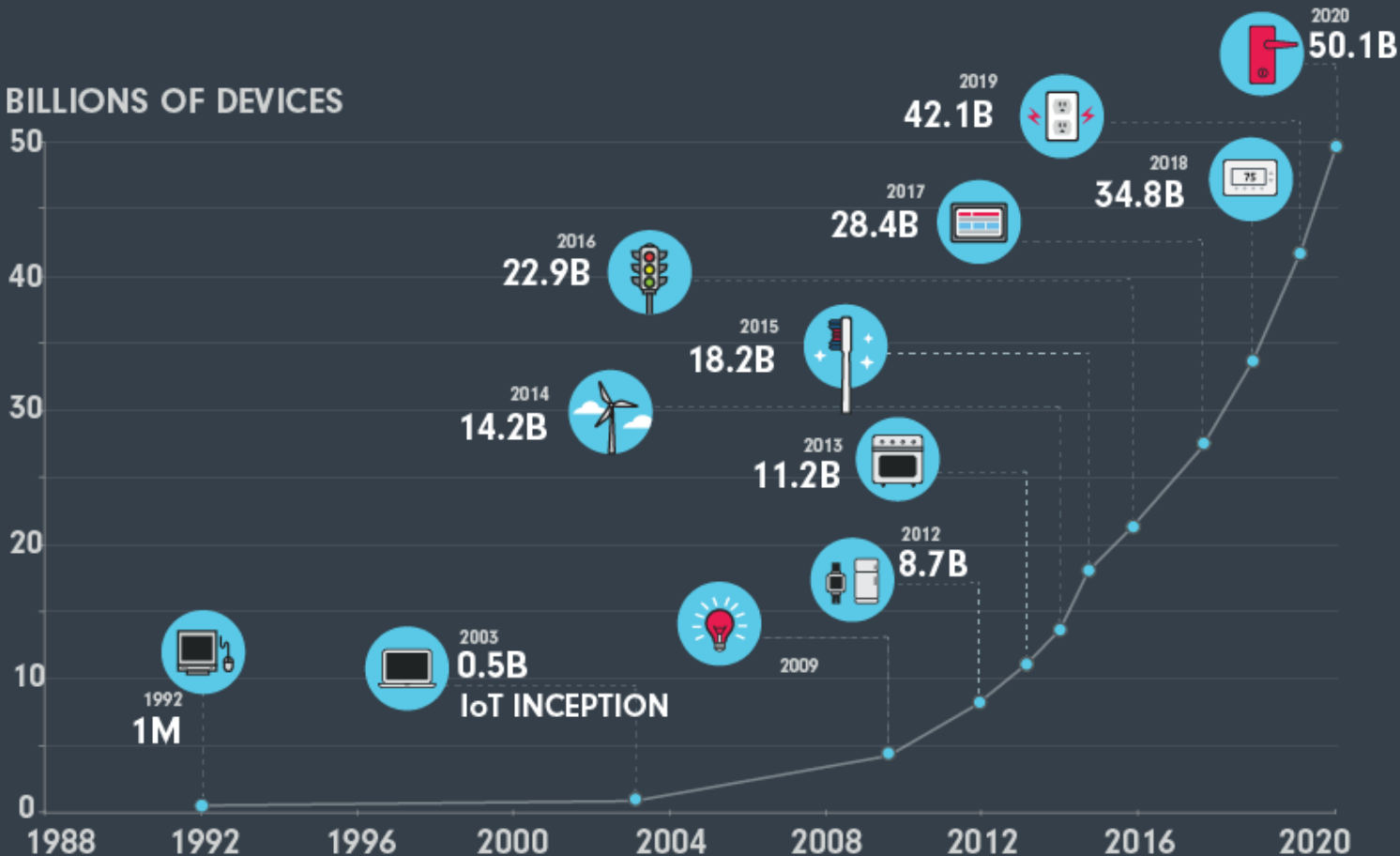


So why form alliances?
Customer choices make them inevitable...

IoT Adoption: The Groundwork for the Connected Home...

GROWTH IN THE INTERNET OF THINGS

THE NUMBER OF CONNECTED DEVICES WILL EXCEED 50 BILLION BY 2020

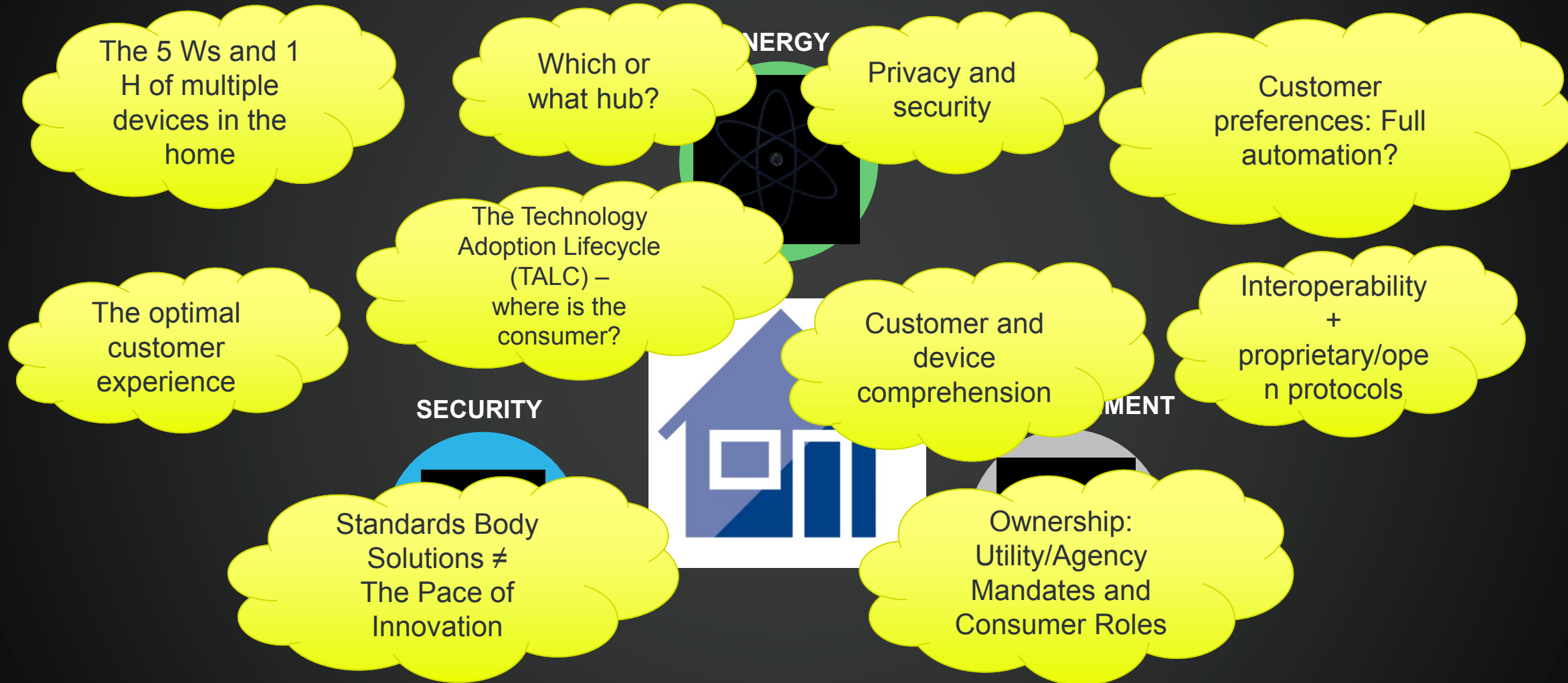


- Current estimates have IoT adoption between 30-50 billion units by 2020
- This represents approx. \$6 Trillion in spending over the next 5 years
- Every category of products is likely to be affected
- Space is still young and consumers need help to navigate ... great curated, customer experiences ...

Source: Cisco



With Accelerated Adoption Come Important Discussions and Questions



Overall: How do we construct and conduct the symphony to drive savings?



The Answer that Helps the Others –
Focus on the Customer Experience



Thoughts on Best Practices and Approaches



- *We can do both:* A superior customer experience can be achieved without compromising performance, reliability, privacy and security
- *The customer is the best judge:* Pursue early, extensive customer engagement – across demographics, income brackets
- *Market forces are working:* Embrace open source approaches and solutions in most cases
- *Recognized ecobee tenet on data:* Customers own their data and should dictate who has access to it
- *Voice is a strong foundation:* Far field technology is an excellent starting point for home device connectivity, integration





Thank you!
Nkechi Ogbue
nkechio@ecobee.com